**KARAN DHAMIJA**

• SD - 65, Sector 45, Noida Uttar Pradesh • Mobile: +91-9896419765

• Email: dhamija.karan10@gmail.com • LinkedIn URL: https://www.linkedin.com/in/karan-dhamija5

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| **PROFESSIONAL SUMMARY**  Skilled Management Graduate having experience in corporate sales in new business development, key account management, brand positioning and strategic territory growth by client relationship building.  WORK EXPERIENCE  AirOk Technologies Pvt. Limited, New Delhi AUG 2019 – Present  Business Development Manager   * Conducting Sales Calls & Market Research. * Identifying Customer Needs and Preferences * Proposing Solutions according to Survey. * Prospect Generation and Relationship Building. * Channel Sales Account Manager – Support calls with Channel Members.   Kyocera Document Solutions, Gurugram NOVEMBER 2018 – JULY 2019  Territory Manager   * Looking after B2B Sales in Assigned Territory. * Key Account Manager – Responsible for customer satisfaction and customer retention. * Prospect Generation and Relationship Building. * Identifying Need of prospect and handling negotiations.   AdvanceTrip Experts Pvt. Ltd.,Zirakpur JAN 2017 – JUL 2017  Travel Executive   * Preseneting Domestic and International Tour packages to customers * Customizing Tour packages * Resolving Client’s queries regarding reservations and tour bookings. * Identifying the needs and requirements.   INTERNSHIP – BLUE STAR LIMITED\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Management Trainee APR 2018 - JUL 2018   * Attracting customers towards Blue Star Products * To Boost Up Blue Star’s Product Sales * Product Merchandising and managing inventory. * Co-ordination with Channel Members.   EDUCATION  **IILM Graduate School of Management, Greater Noida**   * PGDM 62% **2017-2019**   **PUNJAB TECHNICAL UNIVERSITY , JHALLANDAR**   * **ITFT COLLEGE,CHANDIGARH** * Bachelors in Airlines Tourism and Hospitality Management 71% **2013- 2016**   **SCHOOL**   * Class XII - DAV Public School, Fatehabad , Haryana 77% **2013-2014** * Class X – DAV Public School, Fatehabad, Haryana 84% **2011-2012**   LIVE PROJECTS\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_   * Sales Promoter for ITC in Rajasthan Flour Mills , Green Park , New Delhi March 2018 * Planned and Executed Startup for Night Food Delivery in College Cafeteria Feb 2018   LEADERSHIP     * Volunteer for College Fest “The Founders Day - 2015” * Captain of Field 2 Project. * Organized Farewell in a Banquet Hall. * Core Member of Marketing Team – “Mosaic 2k18 fest” * Member of Discipline Committee Team – “Mosaic 2k18”   EXTRA CURRICULUR ACTIVITES   * Participated in Drug Addiction, Anti- corruption, Voting Awareness and Youth Awareness. * Anchoring * Coordinator of Drama on Youth Awareness in NAAC Cultural Function. * Coordinator of Nukkad Natak on Disabilty in ‘Mosaic 2k18 fest’. * Participated in Nukkad Natak in “Mosaic 2k18 fest”   SKILLS AND INTEREST   * Computer Skills: MS Office * Exploring new places * Adaptable * Adventure sports |